


Casey Cesnovar

Director, State Government Relations at Walgreens



Summary

Results-driven government relations professional, with an established reputation in healthcare, pharmaceutical and retail industry. Exceptional accomplishments in both offensive and defensive legislative strategy.

Specialties: Expert in negotiating with legislative and executive offices to communicate high-value propositions to government leadership. Particularly strong communication skills and excellent team leader.

Experience

Director, State Government Relations at Walgreens

March 2012 - Present

- Oversee U.S. state government relations activity in all 50 states, Puerto Rico and the US Virgin Islands
- Represent Walgreen Co. interests at national events such as NGA, RGA, DGA, the National Conference of State Legislatures and National Conventions
- Build coalitions with companies and organizations with similar interests and goals
- Manage a seven figure political budget consisting of both PAC and Corporate money

Sr. Manager - East, Government Relations at Walgreens

August 2010 - April 2012 (1 year 9 months)

- Oversee all eastern U.S. government relations activity in a 29 state region, including personally managing my own 6-state territory covering enterprise-wide operations and all business units
- Direct reports include internal State Government Relations Managers and contract lobbyists. Additional responsibilities include oversight of company relationships with various trade associations, serving on the board of directors for entities such as retail and chain drug
- Represent the external face of the corporation before various branches of government including Legislative, Executive, as well as agencies like HHS, Medicaid and boards of pharmacy
- Build coalitions with companies and organizations with similar interests and goals
- Manage a six figure political budget consisting of both PAC and Corporate money

Manager, State Government Relations at Walgreens

September 2007 - August 2010 (3 years)

- Managed a nine state region that included Alabama, Florida, Georgia, North Carolina, Louisiana, Mississippi, Puerto Rico, South Carolina & Tennessee

Sales Representative at TAP Pharmaceuticals

January 2003 - September 2007 (4 years 9 months)

- Called on over 250 physicians in the Chicagoland area, servicing offices with product samples and detailing current portfolio of product offerings including blockbuster drug Prevacid
- Developed and presented numerous sales presentations for physicians, nurses and staff members utilizing various selling styles and techniques
- 2006 & 2007 Served as Business Analyst for the entire district, responsible for running, analyzing and tracking sales trends and insurance / PBM data to help better serve our customers
- Developed and reviewed annual business plan using multiple data sources and territory knowledge
- 2006 served as Certified Field Expert helping new hires with role play certification during initial sales training
- Awards: Will Hall-Saiyushu (Top Sales) July through December 2004

Director of Advance

1999 - 2002 (4 years)

- Organized and controlled all press, policy and political events for the office of the Lt. Governor
- Researched, organized and produced extensive written briefings for the Lt. Governor, outlining and giving broad background on all critical information regarding the event
- Coordinated all staff and news briefings for the Lt. Governor
- Acted as liaison between Lt. Governor and legislator(s), organization(s), and press to ensure smooth, flawless handling of Lt. Governor's events
- Managed Internship Program, establishing work priorities, providing performance feedback, and coaching on future goals/employment opportunities

Education

DePaul University

BS, Political Science
